

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

January 5, 1998

RJR Account #761406
Mr. J. Beltrami
KLEIN CANDY

FEBRUARY: DORAL B1G1F / PROMOTION #800018

Dear John:

DORAL B1G1F *pre-sleeved* product (6M) has been ordered (see quantities listed below), as well as 330 skus of B1G1F Displays (Item #536645) to pack and ship this promotion to your participating retail accounts.

DORAL BRAND STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F
<i>Light</i>	12300-24960	<u>11</u>
<i>Light 100</i>	12300-24961	<u>11</u>
<i>Light Men 100</i>	12300-24963	<u>11</u>
<i>FF 100</i>	12300-24962	<u>11</u>

DISPLAY DETAIL (#536645)

EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.

EACH WHITE CARTON CONTAINS 5 PRE-SLEEVED B1G1F DEALS

EACH DISPLAY CONTAINS 4 WHITE CARTONS OR '20 B1G1F OFFERS'.

PO # 12543

Product / Display Arrival:

January 26, 1998

Ship Date to Retail:

Week of: February 9, 1998

SKU CUBE :

0.4965

SKU WT (w/o Product):

1.1700 lbs

Retail Sales Offer per Sku:

20 Offers

Billing per Sku:

2 Savings Cartons

EFT \$ Amount:

\$4,021.57

State Breakdown:

NY: 1 Case each style (Lt/ Lt 100/ Lt Men 100/ FF 100) \$243.95

NJ: 3 Cases each style (Lt/ Lt 100/ Lt Men 100/ FF 100) \$1,019.88

PA: 7 Cases each style (Lt/ Lt 100/ Lt Men 100/ FF 100) \$2,757.74

51844 5298

-2-
B1G1F
KLEIN CANDY

PROMOTION DESCRIPTION: SEE ENCLOSED '*WHOLESALE PACKING INSTRUCTIONS*'.
UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL. (A '*RETAILER PROMOTIONAL PACKING EXPLANATION SHEET*' IS INCLUDED IN EACH DISPLAY).
SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED *CUSTOMER LIST*.

DISPLAY LOAD:

*4 CARTONS; ONE CARTON EACH STYLE: *DORAL LIGHT / LT 100 / LT MEN 100 / FF 100*

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$215.60 (15.4 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: J. McLean

L. E. MacWilliams

Enclosures:

- Customer List
- Wholesaler Packing Instructions
- Promotion Flyer

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

FE8B1G1F.DOC

51844 5299

BPEN55B2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 8
DATE: 97-12-18
TIME: 04:22 PMWHOLESALE : 761406 KLEIN CANDY COMPANY <DIRECT>
TEMPLATE : 800018 80200 DOR FEB B1G1F
TEMPLATE SEQ : 0002
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
122104		543805	VIKISHA INC.	451 - 453 ST. PAUL	JERSEY CITY	NJ	07306	80				(201)222-0400
122104		658665	ARUN INTERNATIONAL	60 CAVEN POINT RD	JERSEY CITY	NJ	07305	1		3666-0000	KLEIN	(201)451-1550
122104		714335	JAY DISTRIBUTORS	451-453 SAINT PAU	JERSEY CITY	NJ	07306	30			KLEIN	(201)222-0400

PAGE BREAK TOTAL ACCOUNTS 3 TOTAL QUANTITY 111

TEMPLATE TOTAL ACCOUNTS 3 TOTAL QUANTITY 111

7213
324

51844 5300

WHOLESALE : 761406 KLEIN CANDY COMPANY <DIRECT>
 TEMPLATE : 800016 80200 DOR FEB BIG1F
 TEMPLATE SEQ : 0031
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162204		212016	ROOF WHOLESALE CO	RR 2 BOX 160	TOWANDA	PA	18848	1				(717)265-7669
162204		085824	VILLAGE SWEETSHOP	255 RT 6	MESHOPPEN	PA	18630	3				(717)833-2991
162204	162224	261825	WYOMING BEVERAGE	120 E TIOGA ST	TUNKHANNOCK	PA	18657	5				(717)836-2221
162204	162223	340517	MONTROSE BEVERAGE	53 GROW AVE	MONTROSE	PA	18801	4				(717)278-2337
162204		474321	WINOLA MARKET	PO BOX 279	LAKE WINOLA	PA	18625	1				(717)378-2965
162204	162223	507050	DOCS DELILICIOUS	477 CARBONDALE RD	CLARKS SUMMIT	PA	18411	1				(717)586-2612
162204		528629	A&R FOOD SHOP	178 E TIOGA ST	TUNKHANNOCK	PA	18657	1				(717)836-1868
162204	162224	547692	HONCHELS MARKET IGA	100 TAYLOR AVE.	WYALUSING	PA	18853	1				(717)746-1107
162204	162224	573542	AINEYS MARKET	P.O. BOX 136	SPRINGVILLE	PA	18844	1			63786	(717)965-2797
162204	162226	660694	ANGLE MARKET #2	208-210 COURT STR	BINGHAMTON	NY	13901	3				(607)724-1538
162204	162228	688522	NORTH TOWANDA DELI	RR1	TOWANDA	PA	18848	5				(717)265-7776
162204	162224	740878	RUSHBORO GENERAL ST	RR 3 BOX 152A	MESHOPPEN	PA	18630	1				(717)869-1570
162204	162223	762554	SUMMIT CIGAR &	CIGARETTE SHOP	CLARKS SUMMIT	PA	18411	1				(717)587-1867
162204	162223	777314	NEW MILFORD MARKET	198 MAIN ST	NEW MILFORD	PA	18834	1				(717)465-3338
162204	162223	490766	A-PLUS 60274	800 NORTHERN BLVD	CLARKS SUMMIT	PA	18411	1	PEN	0362-0101		(717)587-4971
162208	162220	021107	ORLOSKI QUIK MART	240 S RIVER ST	WILKES BARRE	PA	18705	1		3649-0000		(717)829-9657
162208	162220	516458	PENN CORNER	1603 SANS SOUCI P	WILKES BARRE	PA	18702	1				(717)824-2002
162208	162222	521414	ORLOSKIS SERVICE	215-217 S MAIN ST	TAYLOR	PA	18517	1		3649-0000		(717)562-2158
162208	162222	521418	ORLOSKI'S TEXACO	RT. 940 AND 80	LAKE HARMONY	PA	18624	1		3649-0000		(717)443-7516
162208	162220	529649	THRIFTY BEV. OF W-B	734 SANS SOUCI PK	WILKES BARRE	PA	18702	1				(717)823-2117
162208	162220	531356	NEW MART	ROUTE 11	LARKSVILLE	PA	18704	1				(717)779-2540
162208	162220	532010	BANAS FOOD MART	BUTLER & N. PENNA	WILKES BARRE	PA	18702	1				(717)826-1612
162208	162224	540851	C.R. FRIENDLY #34	805 NEW BERWICK H	BLOOMSBURG	PA	17815	1		1861-0000		(717)752-8750
162208	162220	540861	SMITHS COUNTRY STOR	RR 2 BOX 440A	HARVEYS LAKE	PA	18618	1				(717)639-2127
162208	162224	541391	B&S DISTRIBUTORS	80 MAIN STREET	MOCANAQUA	PA	18655	1				(717)542-4448
162208	162220	551045	ORLOSKI'S QUIK MART	639 N MAIN ST	WILKES BARRE	PA	18705	1		3649-0000		(717)823-0850
162208	162220	553931	ORLOSKI'S	805 SHOEMAKER AVE	WYOMING	PA	18644	1		3649-0000		(717)693-3881
162208	162220	567306	PETERS DELI	498 N MAIN ST	WILKES BARRE	PA	18702	3				(717)820-9633
162208	162220	568295	FRANKS NEWSTAND	4 S MAIN ST	WILKES BARRE	PA	18701	1				(717)824-3111
162208	162221	593429	BATH SHELL	7857 BETH BATH PI	BATH	PA	18014	1				(610)837-7311
162208	162221	597594	CONVENIENT FOOD 301	625 DELAWARE AVE	PALMERTON	PA	18071	1		1418-0100		(215)826-6565
162208	162220	598788	ORLOSKI'S MINI MART	10 CARVERTON RD	TRUCKSVILLE	PA	18708	1		3649-0000		(717)696-5037
162208	162220	598790	ORLOSKI'S MINI MART	RR#5 RT.309	DALLAS	PA	18612	1		3649-0000		(717)675-7337
162208	162224	600979	ORLOSKI'S	6307 NO. BERWICK	BLOOMSBURG	PA	17815	1		3649-0000		(717)784-3018
162208	162220	613093	LEO MATUS	46 PUBLIC SQ	WILKES BARRE	PA	18701	3				(717)822-3613
162208	162220	636729	ORLOSKIS	8TH ST & WYOMING	WYOMING	PA	18644	1		3649-0000		(717)693-4646
162208	162220	651761	ORLOSKI QUIK MART	815 KIDDER ST	WILKES BARRE	PA	18702	1		3649-0000		(717)829-4011
162208	162222	662762	WILLIAMS ST NEWS	5 WILLIAM ST	PITTSTON	PA	18640	1				(717)655-5211
162208	162222	664986	ORLOSKIS	RT 115 & 940	BLAKESLEE	PA	18610	1		3649-0000		(717)646-5455
162208	162220	743045	THOMAS' FAMILY MKT	550 WASHINGTON AV	PLYMOUTH	PA	18651	1				(717)779-7725
162208	162220	776552	ORLOSKIS QUICK MART	RD#1 RT 115	WILKES BARRE	PA	18705	1		3649-0000		(717)829-8383
162208	162222	776936	ORLOSKI'S SHELL	RT. 940 AND RT. 8	LAKE HARMONY	PA	18624	1		3649-0000		(717)443-8859

WHOLESALE : 761406 KLEIN CANDY COMPANY <DIRECT>
 TEMPLATE : 800018 80200 DOR FEB B1G1F
 TEMPLATE SEQ : 0031
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162208	162220	777165	NEW MARKET	322 CAREY AVE	WILKES BARRE	PA	18702	1				(717)825-9967
162208	162224	854135	MALONEY DISTRIBUTOR	575 WALNUT ST	DANVILLE	PA	17821	5				(717)275-2120
162208	162220	023190	ORLOSKI'S SERVICE	PENNA.AVE.&N.HAMP	WILKES BARRE	PA	18702	2		3649-0000		(717)829-4211
162208	162220	023192	ORLOSKI'S QUIK MART	3765 NUANGOLA RD	MOUNTAIN TOP	PA	18707	1		3649-0000		(717)868-5595
162208	162224	058112	ORLOSKIS	14 N MARKET ST	NANTICOKE	PA	18634	2		3649-0000		(717)735-9981
162208	162220	071333	ORLOSKIS	MARKET ST	KINGSTON	PA	18704	1		3649-0000		(717)288-3103
162208	162224	092103	POP'S IGA	52 MAIN ST	MILLVILLE	PA	17846	1				(717)458-6230
162208	162221	183740	REX MARKET INC.	23 W. LIZARD CREE	ASHFIELD	PA	18212	1				(610)377-3890
162208	162220	185518	JERRYS ECONOMY	RD 1	HUNLOCK CREEK	PA	18621	3				(717)256-3271
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	18701	5				(717)823-7848
162208	162220	185591	PETERS ICE CREAM	159 BLACKMAN ST	WILKES BARRE	PA	18702	5				(717)825-7044
162208	162222	275885	CONVENIENT FOOD	610 MAIN ST	AVOCA	PA	18641	1		1418-0100		(717)451-0881
162208	162220	303797	DOMOCO GAS & OIL CO	412 S MAIN ST	WILKES BARRE	PA	18703	1				(717)822-7355
162208	162222	306778	ORLOSKI'S	RT. 11	MOOSIC	PA	18507	1		3649-0000		(717)457-9901
162208	162222	364079	ORLOSKI'S	ROUTE 80, EXIT 40	WHITE HAVEN	PA	18661	1		3649-0000		(717)443-8830
162208	162220	399668	ORLOSKI'S MINI MART	RT 309	WILKES BARRE	PA	18702	1		3649-0000		(717)829-0888
162208	162221	415082	GOLDEN KEG	619 DELAWARE AVE	PALMERTON	PA	18071	2				(215)826-2337
162208	162224	463743	BENTON TEXACO	10 MAIN STREET	BENTON	PA	17814	1				(717)925-6808
162208	162220	502080	DON'S DELI	185 W END RD	WILKES BARRE	PA	18702	1				(717)824-8534
162208	162224	513723	ORLOSKIS QUIK MART	MIDDLE RD & EXPY	NANTICOKE	PA	18634	2		3649-0000		(717)735-7192
162208	162222	777166	A-PLUS #60278	308 S MAIN ST	PITTSSTON	PA	18640	1	PEN	0362-0101		(717)655-4772
162209	162222	032546	STARNERS QUIK SHOPP	ROUTE 191	CRESCO	PA	18326	1		1164-0000	TEST	(717)595-2390
162209	162221	572519	ORLOSKIS TEXACO	350 PROSPECT ST	EAST STROUDSEB	PA	18301	1		3649-0000		(717)424-0380
162209	162227	636743	BEAR BEVERAGE	RD1 BOX 86V RT 73	DINGMANS FERRY	PA	18328	2				(717)828-7676
162209	162223	658111	CONVENIENT FOOD MAR	601 WASHINGTON AV	JERMYN	PA	18433	1		1418-0100		(717)876-5354
162209	162221	665910	MIGGYS IGA	9 FOX RUN LN	E STROUDSBURG	PA	18301	2				(717)223-1350
162209	162223	673294	ONE STOP TOB SHOP	725 S MAIN AVE	SCRANTON	PA	18504	3				(717)343-3393
162209	162227	688951	DUTCHS MARKET	RT 6	HAWLEY	PA	18428	2				(717)226-2434
162209	162221	693574	MAIN ST MARKET	90 N MAIN ST	BANGOR	PA	18013	5				(610)588-8387
162209		697356	RINALDI PIZZA & SUB	317 S BLAKELY ST	DUNMORE	PA	18512	1				(717)347-5515
162209	162227	699173	LAKEVIEW PLAZA	RR 1 BOX 136	DINGMANS FERRY	PA	18328	1			66723	(717)828-6236
162209	162221	723879	STARNERS #5	N. COURTLAND ST.	E STROUDSBURG	PA	18301	1		1164-0000	TEST	(717)421-5211
162209		744029	C-STOP CONVENIENT	5222 MILFORD RD	E STROUDSBURG	PA	18301	1				(717)588-1985
162209		748854	PML VARIETY	705 E MARKET ST	SCRANTON	PA	18509	1				(717)343-6757
162209	162221	767589	STARNERS QUIK SHOPP	BUS RT 209	SCIOTA	PA	18354	1		1164-0000		(717)992-1114
162209	162222	776968	CONVENIENT FOODS	BLVD & OLUPHANT	SCRANTON	PA	18509	1		1418-0100		(717)343-4847
162209	162222	777056	ORLOSKIS	RT 940	POCONO PINES	PA	18350	1		3649-0000		(717)646-1808
162209	162221	777547	MIGGYS	RT 209	BUSHKILL	PA	18324	1				(717)588-6698
162209	162223	961465	CONVENIENT FOOD	300 CEDAR AVE	SCRANTON	PA	18505	1		1418-0100		(717)346-7700
162209	162221	069206	STARNERS QUIK SHOP	RT 715 & RT 611	TANNERSVILLE	PA	18372	1		1164-0000	TEST	(717)629-0315
162209	162222	077283	LINDEN MINI MART	535 LINDEN ST	SCRANTON	PA	18503	1				(717)342-8656
162209	162221	184473	TOWN & COUNTRY	125 BROAD ST	STROUDSBURG	PA	18360	1				(717)421-6170
162209	162222	185663	MARKOWITZ BROS.	256 WYOMING AVE	SCRANTON	PA	18503	2				(717)342-0305

WHOLESALE : 761406 KLEIN CANDY COMPANY <DIRECT>
 TEMPLATE : 800018 80200 DOR PER BIGIF
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 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162209		185983	JUNIORS	419 GEORGE ST	THROOP	PA	18512	1				(717)383-2232
162209	162227	186085	WEINGERS	1206 MAIN ST	HONESDALE	PA	18431	1				(717)253-0641
162209	162223	241485	LAKVIEW FOOD MART	RR#2 BOX 242	JERMYN	PA	18433	1				(717)254-6377
162209	162222	279211	ORLOSKI'S TEXACO	RT. 196	TOBYHANNA	PA	18466	1		3649-0000		(717)839-6353
162209	162221	376128	GAP MINI MART	PO BOX 555	DE WATER GAP	PA	18327	1				(717)476-3180
162209	162222	449190	ORLOSKIS QUICK MART	DAVIS STREET	SCRANTON	PA	18505	1		3649-0000		(717)342-1891
162209	162222	503383	QWIK MART, INC.	RT. 590 RR#4 BO	LAKE ARIEL	PA	18436	2				(717)698-7744
162209	162222	503590	SPEEDY SHOP	141 WYOMING AVE	SCRANTON	PA	18503	4				(717)961-6096
162209	162221	542769	STARNERS #4	933 N 9TH ST	STROUDSBURG	PA	18360	1		1164-0000	TEST	(717)424-0724
162209	162222	552036	ORLOSKI'S SVC. STA.	MULBERRY & FRANKL	SCRANTON	PA	18503	1		3649-0000		(717)343-6550
173802	173826	333178	C. R. FRIENDLY #43	3311 N. GEORGE ST	EMIGSVILLE	PA	17318	1		1861-0000		(717)764-9536
173802	173823	357127	GOLDENRIDGE TRAVEL	250 RIDGE RD	YORK SPRINGS	PA	17372	1			944363	(717)528-8800
173802		376158	SHUNNAROS' BIG BEE	600 S STATE RD	MARYSVILLE	PA	17053	1			986430	(717)957-4111
173802	173825	489386	C. R. FRIENDLY #47	R. D. #1, FISHING	ETTERS	PA	17319	1		1861-0000		(717)938-1428
173802	173825	597884	C. R. FRIENDLY	104 N. STATE ROAD	MARYSVILLE	PA	17053	1		1861-0000		(717)957-2286
173802	173825	745615	C. R. FRIENDLY #55	55 ROBINHOOD DR	ETTERS	PA	17319	1		1861-0000		
173803	173828	075795	C.R. FRIENDLY 23	905 E MAIN ST	MOUNT JOY	PA	17552	1		1861-0000		(717)653-9726
173803	173821	137851	C.R. FRIENDLY #09	677 LANCASTER RD	MANHEIM	PA	17545	1		1861-0000		(717)664-2300
173803	173821	202093	C. R. FRIENDLY #40	135 S. 12TH STREE	LEBANON	PA	17042	1		1861-0000		(717)273-7806
173803	173821	385094	C R FRIENDLY	476 N READING RD	EPHRATA	PA	17522	1		1861-0000		(717)733-3371
173803	173821	401602	C.R. FRIENDLY #11	1 EAST 28TH DIV.	LITITZ	PA	17543	1		1861-0000		(717)627-3553
173803	173829	491008	C.R. FRIENDLY #46	560 E HIGH ST	ELIZABETHTOWN	PA	17022	1		1861-0000		(717)367-8649
173803	173821	491023	C.R. FRIENDLY #44	511 FURNACE HILLS	LITITZ	PA	17543	1		1861-0000		(717)627-2186
173803	173821	645709	C R FRIENDLY #16	RT 501 & RT 897	SCHAEFFERSTOWN	PA	17088	1		1861-0000		(717)949-3240
173803	173829	720345	KREISERS CITGO	1610 N 7TH ST	LEBANON	PA	17046	1		2478-0000	54404	(717)270-5470
173803		774173	ONE STOP EXXON	901 N 3RD ST	HARRISBURG	PA	17102	1			999664	(717)232-6646
173803	173821	776294	FRIENDLY MINI MKT #	2001 E CUMBERLAND	LEBANON	PA	17042	1		1861-0000		(717)274-5302
173804	173845	180538	GREEN VALLEY CAMPGR	RR 1 BOX 203	NEWPORT	PA	17074	1			950006	(717)567-3039
173804	173843	573208	C. R. FRIENDLY #49	99 MAYNARD ST	WILLIAMSPORT	PA	17701	1		1861-0000		(717)322-3772
173804	173824	619657	QWIK STOP KREISER	ROUTE 209	TREMONT	PA	17981	1		2478-0000	24660	(717)695-2700
173806	173820	032179	ORLOSKIS QUIK MART	RR 1 PO BOX 44	SUGARLOAF	PA	18249	1		3649-0000		(717)788-1710
173806	173820	183992	STEFANICK BROS MOBI	435 E BROAD ST	HAZLETON	PA	18201	1				(717)454-7966
173806	173820	184050	STEFANICK BROS MOBI	RT 309, SCHOOL ST	MILNESVILLE	PA	18239	1				(717)459-2367
173806	173820	355604	PEGLEY MINI MART	146 S KENNEDY DR	MCADOO	PA	18237	1		5112-0000		(717)929-3828
173806	173820	393724	TRESCOW SUPER FOOD	21 WALNUT STREET	TRESCOW	PA	18254	1				(717)455-2641
173806	173820	412690	GROCERIES PLUS	1003 N VINE ST	HAZLETON	PA	18201	1			942086	(717)455-1516
173806	173827	457433	SUNOCO #5104	600 SHOEMAKERSVIL	SHOEMAKERSVILL	PA	19555	1		0362-0101	965400	(610)562-4372
173806	173820	469572	ORLOSKIS FOOD MART	36 S MOUNTAIN BLV	MOUNTAIN TOP	PA	18707	1		3649-0000		(717)474-2380
173806	173824	488105	C.R. FRIENDLY #27	RR 4 BOX 291	PINE GROVE	PA	17963	1		1861-0000		(717)345-2296
173806		518834	ORLOSKI MINI MART	ROUTE 309	DRUMS	PA	18222	1		3649-0000		(717)788-1139
173806	173820	547695	ORLOSKI'S QUIK MART	S. MOUNTAIN BLVD.	MOUNTAIN TOP	PA	18707	2		3649-0000		(717)474-9311
173806	173820	568876	ORLOSKIS QUICK MART	285 S CHURCH ST	HAZLETON	PA	18201	1		3649-0000	KLEIN	(717)454-4339
173806	173820	646097	C. R. FRIENDLY #59	520 S HEHIGH AVE	FRACKVILLE	PA	17931	1		1861-0000		(717)874-4065

WHOLESALE : 761406 KLEIN CANDY COMPANY <DIRECT>
 TEMPLATE : 800018 80200 DOR FEB BIG1F
 TEMPLATE SEQ : 0031
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
173806	173820	670866	NOCCHIS PHARMACY	500 CENTRE ST	FREELAND	PA	18224	1			936328	(717)636-1862
173806	173820	697059	JIMBOS FREELAND PRT	RT 940 BOX 1777	FREELAND	PA	18224	1				(717)636-0400
173806	173824	698715	CRAZY MARE'S	501 ROUTE 61 S	SCHUYLK HAVN	PA	17972	1			998096	(717)385-1067
173806	173824	745617	C. R. FRIENDLY #50	20 POTTSVILLE ST	CRESSONA	PA	17929	1		1861-0000		
173806	173820	768506	ORLOWSKIS QUICK MAR	ROUTE 309 & BUTLE	DRUMS	PA	18222	1		3649-0000		(717)788-4839
173806	173820	772592	JUSTINS MINI MART	701 E CATAWISSA S	NESQUEHONING	PA	18240	3			999698	(717)669-6777
173806	173820	776491	FEGLEYS MINI MKT	CENTER ST	TAMAQUA	PA	18252	1		5112-0000		(717)668-0728
173806	173820	776493	ORLOSKIS	903 HAZLE ST	FREELAND	PA	18224	1		3649-0000	KLEIN	(717)636-9930
173806	173820	776560	RON'S HILLTOP MARKET	241 CENTER AVE	JIM THORPE	PA	18229	3				(717)325-4022
173806	173820	776902	FLASH DISC	520 CENTRE ST	FREELAND	PA	18224	1		3084-0000		(717)636-0444
173806	173820	777393	ORLOSKIS QUIK MART	419 E BROAD ST	HAZLETON	PA	18201	1		3649-0000		(717)454-9529
173806	173820	777540	CONVENIENT FOOD MAR	51 W JUNIPER ST	HAZLETON	PA	18201	1				(717)454-2110
173806	173820	805509	C&P MARKET	118 E CHESTNUT ST	HAZLETON	PA	18201	3				(717)454-0141
173806	173820	092274	CONVENIENT FOOD MAR	700 FRONT ST	FREELAND	PA	18224	1				(717)636-0603
173806	173820	183751	MERFS NEWS	48 N WYOMING ST	HAZLETON	PA	18201	1				(717)455-8608
173806	173820	183752	PENCE VARIETY	586 ALTER ST	HAZLETON	PA	18201	1				(717)454-9106
173806	173820	183914	DUGANS VARIETY	60 BROADWAY	JIM THORPE	PA	18229	3				(717)325-4600
173806	173820	183956	J & E IGA	MAIN AND HUDSONDA	WEATHERLY	PA	18255	1				(717)427-4370
173806	173820	183958	COMMUNITY NEWS	29 WILBUR ST	WEATHERLY	PA	18255	1				(717)427-4312
173807	173828	312900	C. R. FRIENDLY #41	1660 ROHRERSTOWN	LANCASTER	PA	17601	1		1861-0000		(717)560-3532
173807	173821	387099	C R FRIENDLY #12	328 E PENN AVE	WERNERSVILLE	PA	19565	1		1861-0000		(610)678-6427
173807	173822	592254	BENTZ'S SERVICE STA	MAIN & FURNACE	BIRDSBORO	PA	19508	1			948373	(610)582-2271
173807	173821	654924	C. R. FRIENDLY #18	986 E MAIN ST	NEW HOLLAND	PA	17557	1		1861-0000		(717)354-6472
173807	173828	745613	C. R. FRIENDLY #24	777 NEW HOLLAND A	LANCASTER	PA	17602	1		1861-0000		(717)092-1368
173807	173822	777391	ARA CONSULTING LTD.	BOX 2313A RT 41	GAP	PA	17527	1			944314	(717)442-9115

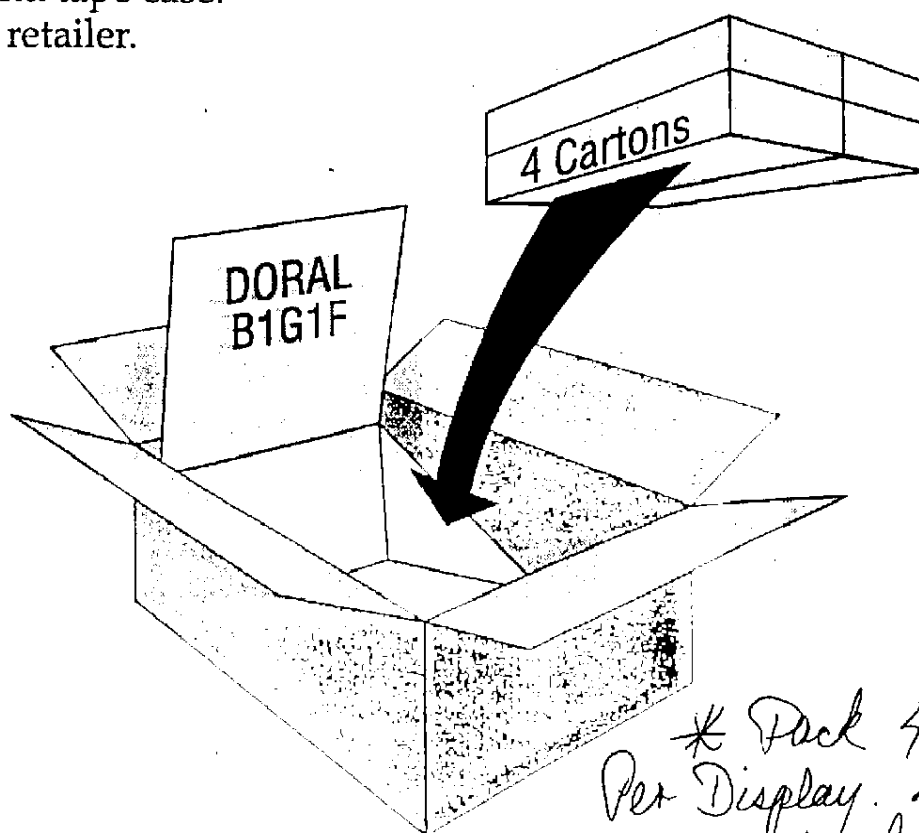
PAGE BREAK TOTAL ACCOUNTS 153 TOTAL QUANTITY 213

TEMPLATE TOTAL ACCOUNTS 153 TOTAL QUANTITY 213

***** END OF REPORT FOR PROMOTION 800018 *****

WHOLESALE PACKING INSTRUCTIONS**VALUE ADDED PROMOTIONS****1ST QTR.'98****February DORAL B1G1F***(Buy 1 Pack Get 1 Free)***STEPS**

1. Open DORAL B1G1F shipping case.
2. Place 4 cartons of DORAL promotional product into shipping/display case. **Promotional product is in white cartons and is pre-sleeved.**
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



** Pack 4 Cartons
Per Display. 4 Styles
may not be shipped
to all DIRECT Accts.*

Item: # 536645**Description:** DORAL B1G1F Display/POS kit

Brand Style	LT	LT 100	LT MEN 100	FF 100		
Number of Cartons	/	/	/	/		

51844 5305

February Brings Great Deals From Doral With This Buy 1 Get 1 Free Promotion!

Your customers will love picking up their favorite styles of Doral. Especially when they can **Buy 1 Pack and Get One Free**.

This promotion starts with 2-pack sleeves and comes pre-packaged in a 20-unit display. Each sleeve is style specific. Customers will easily spot their style in this impactful display.

Paster



**2-Pack
Sleeve**



Counter Display



The Special Paster and Counter Display work together to call out this money-saving promotion. Paster is 11.5" x 10" for easy placement. The display is a perfect fit for even the smallest of counter spaces.

Details -

- 4 Cartons per SKU
- 20 Offers Per SKU
- Special complimentary tear-tape on all free packs
- Offer to customer - Buy 1 pack of Doral, get 1 pack free

51844 5306